CLAIMS

Below is a listing of claims showing the status of each.

1. (Original) A process for identifying companies likely to outsource their information technology processes, comprising the steps of:

identifying positive and negative examples of such companies;

extracting features for these companies based on analysis of publicly available information, changes in executive management, and information including mergers and acquisitions; and

based on mathematical model, predicting a probability that a company will outsource, using the extracted features as inputs.

2. (Original) The process of claim 1, further comprising the step of identifying companies likely to outsource other business functions such as accounting, human resources, procurement, and customer relationship management.

3. (Original) A process for identifying entities likely to outsource processes, comprising the steps of:

identifying positive and negative pre-existing outsourcing instances for such entities;

extracting features for these entities based on available information; and

providing a score reflecting a likelihood that an entity will outsource, using the extracted features as inputs.

4-5. (Canceled)

6. (Original) The process of claim 3, wherein outsourcing includes managing or owning some or all of the operations related to the outsourced processes.

7. (Original) The process of claim 6, wherein operations include business functions, information technology (IT) services, computer support, call centers, accounting, human resources, procurement, transaction processing, and customer-relationship management.

8. (Original) The process of claim 6, wherein operations include manufacturing, procurement, marketing, sales, distribution, transportation, and pricing.

9. (Original) The process of claim 3, wherein outsourcing includes managing or owning some or all of the assets related to the outsourced processes.

10. (Original) The process of claim 9, wherein assets include computers, servers, computer storage devices, data centers, network infrastructure, network routers, web servers, and staff.

11. (Original) The process of claim 9, wherein assets include machines, assembly lines, trucks, vehicles, airplanes, and freights.

12. (Original) The process of claim 3, wherein positive pre-existing outsourcing instances include some or all entities that outsourced operations in the past.

13. (Original) The process of claim 3, wherein negative pre-existing outsourcing instances are based on the pre-existing positive instances.

14. (Original) The process of claim 3, wherein negative pre-existing outsourcing instances are dictated by business experts.

15. (Original) The process of claim 3, wherein negative pre-existing outsourcing instances are captured from public information.

16. (Original) The process of claim 3, wherein the extracted features include financial information.

17. (Original) The process of claim 16, wherein financial information includes stock price and credit rating.

18. (Original) The process of claim 3, wherein the extracted features include financial information, stock price, cash flow, gross profit margin, return on assets, expenses, revenue, receivables turnover, credit rating, earning per share, return on equity, inventory turnover, diversification, spending, public and government filings, management, press releases, mergers and acquisitions, accounting discrepancies, layoffs, earning announcements, and labor disputes.

19. (Canceled)

20. (Currently amended) The process of claim 3 ~~19~~, wherein the score is a numerical value represented by the likelihood to outsource and the uncertainty of this likelihood.

21. (Currently amended) The process of claim 3 ~~19~~, wherein the score is a discrete value representing the likelihood to outsource and the uncertainty of this likelihood.

22. (Original) A process for identifying entities likely to outsource their information technology, comprising the steps of:

identifying positive and negative pre-existing outsourcing instances of such entities;

extracting features for these companies based on publicly available information, including financial information, management structure and changes, and mergers and acquisitions; and

predicting a score that a company will outsource, using the extracted features as inputs.

23. (Original) The process of claim 22, wherein outsourcing includes managing or owning some or all of the operations related to the outsourced processes

24. (Original) The process of claim 22, wherein operations include business functions, information technology (IT) services, computer support, call centers, accounting, human resources, procurement, transaction processing, and customer-relationship management.

25. (Original) The process of claim 22, wherein outsourcing includes managing or owning some or all of the assets related to the outsourced processes.

26. (Original) The process of claim 25, wherein assets include computers, servers, computer storage devices, data centers, network infrastructure, network routers, web servers, and staff.

27. (Original) The process of claim 22 where the score is the probability of outsourcing and a confidence interval associated with that probability.

28. (Original) A process for identifying companies likely to outsource services comprising the steps of:

constructing a set of historical "positive examples" of companies that have signed outsourcing contracts with any provider for such services;

constructing a set of historical "negative examples" of companies that were clearly not interested in outsourcing on a specific date within the recent past;

for each positive and negative example, constructing a set of financial and news-based metrics or "features" characterizing each example during a time window created immediately preceding an associated date;

building a statistical predictive model designed to predict a probability of any example, characterized by its feature set, belonging to the class of positive examples, this model being optimized to produce a best prediction against the set of positive and negative examples;

extracting exactly the same set of features for a "universe" of companies that it is desired to rank as potential outsourcing customers, these features being extracted during a time window preceding a date for which the ranking or score is sought;

applying the predictive model to the extracted features for each company in the "universe" of companies;

computing a probability that a company belongs to the class of positive examples, the computed probability being used as a score indicating a company's propensity to outsource; and

sorting the scores to yield a desired ordered list of companies to be targeted.